

Business Trip to Singapore & Malaysia

April 16-20, 2018



global
Delaware

ABOUT THE TRIP

Global Delaware invites you to join us on a business trip to Singapore and Malaysia to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs — all specific to your company.

"These trips with Global Delaware can be real game changers. Each trip we've gone on has given us solid leads, both direct customer and distribution partnerships, and led to new business overseas."

- Tom Zawislak, B&W Tek

THIS TRIP INCLUDES:

- Assistance from State of Delaware's trade representative, Sarath Menon, and the Global Delaware staff.
- In-country transportation and interpreters on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

April 15	Depart the USA
April 16	Arrive in Singapore
April 18	Transfer to Malaysia
April 20	Depart for the U.S.

WHY SINGAPORE & MALAYSIA?

Singapore and Malaysia are known as friendly places to do business and both countries speak English.

Singapore:

- Top ranked healthcare system in Asia.
- 8 of the world's top 10 pharmaceutical companies have operations in Singapore.
- Home to the top two universities in Asia and 7,000 researchers and 50 R&D companies.
- Strong opportunities for businesses that offer environmental equipment, industrial automation.

Malaysia:

- The pharma industry is growing 8-10% annually.
- In 2015, medical device imports from the U.S. totaled \$5.3 billion (20.8% of the import market).
- Demand for refinery/petrochemical products and resources are on the rise.

COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

MORE INFO

Contact the export team:
302-577-8465

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FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at de.gov/funding.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

